

The Winning of the Transcontinental.

By William
McLeod Paine

As Jim Messiter walked down River Front avenue and tasted the salt chink which swept across the bay and mingled with the odor of the new-sawn fir it struck him with a sharp glow of pleasure that he had never before held so much of interest for him. He looked over the town which he had done so much to make and it seemed to him that his work was good. The distinguishing features of the town were its rawness and rustic, but to Jim it had the germ of perfection. Its very newness and crudeness were proof of its vitality and quick life. It was typical of the west—pushing, self-assertive, public-spirited. Fortunes were to be made and lost in a month. Already it was almost cosmopolitan in its citizens, and it was just six months old.

Surely Messiter liked the town no less because it liked him. He had deserved well of the town, had pushed it insistently in season and out of season, and had stood by it manfully when the rival "city" across the bay had been backed by a certain coast railroad company and had almost beaten Willapa Bend out of existence. He had been the spokesman of the delegation which had waited on the president and board of directors of the great Transcontinental railroad to show them why Willapa Bend should be the terminus of their line, and he had done his work so well that he had shaken the president's already formed verdict in favor of Inverness. When the committee fled into the room Willapa Bend had not one chance in a thousand, but before they left Messiter knew that the matter would not be decided without a more thorough investigation.

The town was still in the midst of its first "boom," but every man, woman and child there took pride in it, and believed loyally that the town was to be a big city in the near future. Men were pushing and fro quietly, buying and selling in a businesslike way. Not a man who was not busy; not one who did not believe in the high road to fortune; life seemed to be life and hope, a new country in the making. At least that was how Messiter saw it, as he turned into the office of the company, and his opinion went for a good deal among people who knew him.

He was a well-set up young fellow, and worth a second look, not because he was pretty or handsome—for he was neither. His mouth was too large and his features were altogether too irregular. The thing that impressed a stranger was his clean-shaven vitality. He showed alertness and vigor in every movement of his healthy, athletic body. There was something about the lines of his mouth and the expression of his shrewd, humorous eyes that showed determination and fertility of resource.

On his desk were a dozen letters from people in the east who wanted to know all about Willapa Bend. But Jim Messiter tossed these aside and settled himself expectantly to read a letter in a square envelope bearing the monogram "E. D." on the seal. One paragraph he read over several times. Like its writer, it was as direct and frank as a man:

"If I seem to put the case brutally, you will pardon me, and will remember that you have insisted on my speaking frankly. I do not see how the situation has changed since I answered you before. I cannot help feeling that you deliberately ran away from your responsibilities and duties when you buried yourself in the west. You had an honorable career awaiting you here, and you threw it up to go wandering. I do not see any reason to modify my previous judgment in regard to your present course. Leaving out entirely the morality of it, speculating in 'boom' towns cannot be regarded as a serious business in life, worthy of a man who has the opportunities that you have had and still have. So far as I can judge, your philosophy of life seems to be about the same that it used to be when you were at college, and then you regarded it as a huge joke.

"Believe me, I do not intend to hurt you needlessly, but frankness is better for us both, as you say. Unless you can convince me that you are honestly and seriously grappling with the work of life, my resolution must remain unchanged. If you can show me I am mistaken, none of your friends will be so quick to rejoice with you as I. Sincerely,

"EDITH DELAFIELD."

Messiter strolled to the door, an anxious, harassed look on his square-jawed, boyish face. Again his eye wandered over the place, and again it seemed to him that he was doing something worth while. He was in the thick of life—in the heart of a big thing, he admitted to himself impartially, with an air of satisfaction. He had got to make Edith see it in that way, even if he had to go to New York to do so.

He sat down at his desk and wrote an immediate answer. First he told her of what he was doing and of the busy life around him. In conclusion he wrote:

"I certainly am not 'booming' this town for the money there is to be made in feeding innocent buyers. You know me better than that. To open up a new and rich country is a more serviceable work in my opinion. The country out here is rough and raw, but it contains wonderful possibilities, and I do not think that the pioneers who are giving themselves to its development can be said to be shirkers in life's battle. I believe in this country and this town. I intend to stay here, and I am not trying to induce working people to invest their money in what I know to be a cheat and a lie.

"I cannot hope to make you feel about this as I who am in the thick of it do; but if you could see the progress we have made, the tide flats that have been reclaimed, the forests that have been cleared and the homes that are being built, I feel sure that you would not think it useless and futile.

"I have been asked to stand for the state senate. For the next week we shall be straining every nerve to get the terminus of the Transcontinental for our town. Whatever else I am doing, I am not trifling. It is the work I am best fitted for. Yet if I do not get one little girl in New York to believe in it and me—

"You have got to believe in me and the town, for we are both tremendously in earnest. I cannot leave my work now, but I will come later, my next month. May I not, dear? JAMES MESSITER."

He was just finishing the address when two visitors dropped into the office. One of them was the man who wanted to be governor. He introduced his companion as "Mr. Roberts, looking for a site for some mills. Thought he ought to see your town, Mr. Messiter."

"It's the only town he needs to see. A lumberman has a better chance here than in any other place in the state, and that means in the world," retorted Messiter, promptly, and as a matter of course.

Presently, as they strolled over the plank roads in a survey, Messiter found himself reeling off by the yard facts, figures and prophecies as to the town and surrounding country. The politician occasionally helped him out with a remark, for he wanted Messiter's spark at the coming convention but the mill owner shook his cigar stolidly, except for an occasionally sharp, pertinent question.

"I tell you, sir, this town is bound to grow; nothing can keep it back. The opposition is just this: we have practically the only good harbor between 'Prisco and Puget Sound. No, sir, Portland isn't it in a sea-port town. Then we tap one of the richest lumber districts in the world—and practically untouched. The lumber is easy of access and can be floated down the river. You saw it right on the water's edge, load it from your own wharves and send it all over the world. The supply of lumber is practically unlimited, too. I don't need to talk to you about the salmon industry or our farming resources, because they talk for themselves. And the climate—"

"I am not coming for my health," laughed Roberts. Then he flicked the ashes from his cigar and said tentatively: "I think of locating at Inverness."

"Inverness! Well, if you're looking for a quiet, beautiful sort of sanitarium, that's the place for you. It's dead—dead and buried. The only live thing there have there are mills and promoters."

Roberts eyed him with an amused smile and he said slowly: "Willapa Bend's got a few promoters, too." Messiter laughed quietly at the hit. "Oh, yes, I'm a promoter all right; but it happens I've got something to promote. This town will be a city of 50,000 inhabitants in five years. I may be a promoter, but I am the kind that means to stay by the town."

"Six months ago this town consisted of one lone cabin and a cowpath leading to it through the timber. That was the whole outfit. You see it now—two saw-mills, canning factory, \$10,000 school, projected, \$100,000 hotel being built, lots anywhere from 200 to 1,000 acres. If we can do this in six months, what can we do in ten years?"

"Well, I confess I like the outlook. I believe you'll

make a town out of it. But I want to go slow. I've seen boom towns before."

"I hope you are not going to liken us to those mushroom prairie towns on the rainless desert. This Washington immigration movement has come to stay. We've got here the finest country on the face of God's green earth, and people have just begun to find it out. I think Willapa Bend and Seattle are going to be the cities on the northern coast. It takes two things to make a town—one is natural advantages and the other is git-up-and-git, and we have got them both."

They were back in the office by this time, and the president of the Willapa Bend Land & Development company leaned forward persuasively and touched the other man's knee with his lead pencil.

"See here, Mr. Roberts, I don't usually talk about private affairs, but I'll tell you one thing; our company has taken in more than \$1,200 a day this summer on an average—in cash, that is."

"That's more apt to mean inflated values than legitimate development. I'd rather hear that the Transcontinental was coming this way."

The two men looked at each other for a moment, and both smiled a little. They had got to the controlling lever at last. President Eaton of the Transcontinental was married to a sister of Roberts, and it was beyond doubt that the latter would locate in the town selected by the railroad company for its terminus.

It was just after we had left Silverdale, the place where the atmosphere was so heavy it resisted the ball, that Pete Brown remarked that the adventures we'd had on the trip rather laid off anything that even the famous Alifalpas had ever done before, and the bunch all agreed with him.

"We hit the pike away from Silverdale in some of a hurry. We had their money, you know, and they had the pleasant memories of our visit, and there wasn't any talk at all what minute the enraged populace might come after us with a long rope. So, as I said, we looped along. Long about 2 the afternoon we came to an old feller with long whiskers at the side of the road and he hailed us.

"Ball players, eh?" says he, takin' his pipe out of his mouth. "Fine lookin' lot of ball players you are."

"Well," says Josh, takin' a careful look at the bunch, "I don't see no signs on us an' we're not as you are grass eaters. How'd you know?"

"The guys from up Silverdale way passed the word along," says the old man. "They don't want you to git out of the country without bein' trimmed. That's why I'm here. The Gold Canyon boys sent me down to invite you to come up an' play a game."

"Just then Pinch Hobbs began to laugh. "Why, don't you remember the Little Gingerbread Boy?" says Pinch. "Well, do I recollect my granther,

got away with a minceful o' yeller Chinks, an' a townful o' onemereful swatters in Crucible, an' the crowd in Silverdale an' vicinity," says he. "But this Gold Canyon bunch—look out! Look out, or you'll be sayin', like the Little Gingerbread Boy did, 'I'm quarter gone, I'm half gone, I'm three-quarters gone, I'm all gone,' when the grade goes to third, an' you have to shakin' his head an' melancholy instead o' laughin'."

"A wilder country you never saw than this we traveled through that day and night. About 12 o'clock midnight we struck Gold Canyon and went to bed, and before we was up the next morning, long about 8 o'clock, there was a thump on our door, an' in prances Sam Merritt. An' he had a breathless story to tell.

"Pass it up!" says he. "Josh has just gone down to the tavern an' he bettin' his head off to back us, an' I just been up to the ball grounds—an' that's about all. Them ball grounds!"

"What's the matter with 'em?" says I. "An' they feller, says he, 'No fences, no nuthin'. At the home plate it's level. Then it's uphill goin' to first, an' more uphill goin' to second, an' more uphill goin' to third, an' you have to climb on your hands an' knees to git up home. The outfield—"

"Break away!" says I. "How in jumpin' blazes can you have it uphill all the way round? Don't you know that's impossible?"

"Nuthin' impossible out here," says Sam. "It's the way the country's put together. As I was sayin', there's two large gulches an' a ravine in the left field, a yawning chasm in center for me to negotiate, an' a single tree for shinin' in right field. An' about the thing for him. When Henry gets in deep left he won't be able to see the sky—you see, it is deep."

"Good good," says I. "An' you exaggerate nuthin'," says Sam. "The half ain't never yet been told. A short apple tree, an' there is a spring o' water, clear an' undefiled, near second. Backin' up third base is a big hole in the rock that looks like a big cat's paw. If Jim Harrison goes in there on his hands and knees after a wild throw he'll find out. Last but not least, the

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What Messiter hoped for was that the mill owner would be impressed with the advantages of Willapa Bend and throw the weight of his influence in favor of that town. Presently Messiter asked boldly: "Which way is the Transcontinental going?"

"I don't think the matter is officially decided," answered Roberts cautiously, "but I guess Inverness has it pretty well cornered."

Messiter knew quite well that at present Inverness was a better town than Willapa Bend. It was a larger, older town, and to the Michigan man, fresh from the neat towns of his own state, presented a much more attractive appearance than Willapa Bend, rich in charred stumps and blackened hillsides where the forest fires had run not three months before. But Messiter said it with the eyes of faith, and he meant that the other man should also see it so.

"Inverness is an older town than this and it looks a good deal prettier just now. It's getting past the stump age. They are getting the timber cleared out of there pretty fast. But that isn't what you want, I take it. You are after a place that has a big stumpage yet."

The Michigan man smiled a little in appreciation of the pun, and said, "There's lots of timber 'round Inverness yet."

"Yes, there is a lot of timber there, but there are a dozen big mills, and they either own or have an

option on the most desirable timber lands. If you go there, you take your chances, and they won't be of the best, because you are the last in the field."

It was Messiter's one valid point, and he knew it had scored. The mill man smoked in silence for a minute before he spoke again. "And if I come here?"

"If you come here you are practically first in the field. I don't count these two mills already here, because they are small, single-barreled affairs, running without much capital. There is plenty of timber all 'round here. What's the matter with your sending agents out to buy up big quantities of the most desirable land? You can get it almost at your own price now."

Messiter waited for the other to speak, but as he did not appear to intend to make a beginning, Jim continued:

"There is a lot of timber yet in the Sound country, but they have to go back from salt water to get it now. You will not find a place on earth where timber is harder than here. Assuming that we get the Transcontinental—Roberts smiled at the calmness with which Messiter assumed the point at issue—the bulk of your carrying will be done by water on account of the saving in expense. If ships from Sydney and Calcutta can drop in here and get their lumber, it does not stand to reason that they will try to make the difficult straits passage into Puget Sound. Those tramp

"Well, things went along smooth till the seventh, an' then, not wantin' us to be behind all the time, I seized the chance when Sam Merritt an' Brownie was on the bags to line one out to the hill in right. The feller couldn't reach it. It described one o' them parabolic curves, like I hammered into the bed's nest, an' bit!"

"There was a loud report 'm out in center, an' then a cloud o' smoke riz up, an' out o' the top o' the smoke we made out the feller goin' 'flip-floppin' up an' up. He came crashin' down into a tree an' was made comfortable in a nearby house."

"Meanime Sam an' Brownie an' me had scored, puttin' us ahead. We asked what the explosion was."

"Oh, some durn fool left a stick o' dynamite up there an' it drove good," says the manager. "A durn good rap it was, but you can't do it again."

"They tied us in the next innin'. Pinch went after a liner, stumbled, an' when the ball hit him he went down and out. When he came to he says: 'Oh, I'm three-quarters gone!' an' fainted again."

"That durn Gingerbread Boy again," says Josh. "What'll we do now?"

"We fixed things by puttin' Lamp Hymns at third and Jim Harrison at short. Then we went on for six weary, hard-fought innings."

"Business made a wonder in the thirteenth of a lost ball, an' they tied it on a series o' wild throws. In our half o' the fourteenth I set my teeth. I remembered what Sam had said about the hole back o' third, an' when a low out came sailin' in I screwed around on it and drew it in for all I was worth."

"As I dug for first I seen the Gold Canyon third baseman diving into the hole, an' then there came the most terrible roar you ever heard and he came tumblin' out again. As I sailed past third, only touchin' the high places, I seen the biggest grizzley ever seen lookin' out o' that hole, with that poor innocent baseball in his mouth."

"One o' the natural advantages," says Josh as I scored.

"Reg struck 'em out in their half, an' we won. An' then Josh says to the Gold Canyon manager: 'This here business o' havin' natural obstacles on a ball ground is all right,' says he, 'but it's kind o' rough when they break against the home team,' says he. 'Now a natural obstacle like that bear had ought to be taught to field back the balls to home team waps, an' hang on to what the other side wants. Then you'd stand a show o' winnin'."

"Pinch didn't call the turn with his guesses. He never heard the last o' that Gingerbread story."

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chooners aren't taking extra risks for the pleasure there is in adventure."

Again the president of the W. B. L. & D. company had scored a hit, and when Roberts left for Seattle a few days later Messiter knew that what influence the mill man had with his brother-in-law would be exerted in favor of Willapa Bend, but that whichever town was selected by the railroad company for its terminus would also be the town to get the large mills of the Michigan man.

It was two or three days later that Jim got his answer from New York. It bade him come to her after he had secured the Transcontinental for his town.

"Guess I bragged too much about what I was doing," reflected Jim with a grin, "but I've got to get the railroad now if I have to hold up the president for it."

When Messiter got the telegram in cipher from Chicago announcing the departure of President Eaton for Inverness, he tossed it over to his partner with the remark: "Gay outlook, isn't it?"

"I should remark. Lets us out good and plenty," answered Barry after he had read it.

Messiter sat drumming with his fingers on the desk in front of him, a thoughtful frown on his abstracted face. He knew very well that if Inverness got hold of the president first it would be all up with his chances. At all cost Eaton must be kept away from Inverness for a time. He thought about it quite a while, and the immediate result of his thinking was that he rose with a smile on his face, and said easily: "Oh, I don't know. We'll see about that."

There had been heavy rains in western Washington for weeks, and temporary, but vicious rivers were running all over the land, seeking where they could devour. It was one of these that ditched the express. Still, it is a little strange that the track had held for miles against a heavy pressure and should finally be swept away by a stream not six inches deep nor ten feet wide.

President Eaton felt the train slow down. Then it stopped with a jar that sent him forward heavily against the chair in front of him. He looked out of the window, and saw the train hand gathered round the engine, and he divined at once that there had been a washout, and stroled forward to see the extent of the damage. The engineer was explaining exactly how it had happened. "I slowed down pretty slow at the curve here knowin' there was a bad place just this side. Soon as I got round, I seen there was a washout, and threw on the emergency brakes, but the wa'n't time to stop, and we waltzed right in."

The damage was very slight, but it would be impossible to proceed for many hours. The railroad manager did not view with particular equanimity the prospect of a long wait in the dreary forest. At this opportune moment Jim Messiter and his survey came in sight. The engineer saw him first, and deliberately winked at Jim.

"Most harmless accident you ever saw, Mr. Messiter," suggested the conductor with a grin.

Messiter was, of course, surprised to meet Mr. Eaton, but had a way to suggest out of the difficulty. "Jump into my survey, Mr. Eaton, and I'll take you to Willapa Bend. You can look over our town and tomorrow I'll take you across the bay to Inverness in my launch."

The railroad president reflected that this would save him from making a special trip to Willapa Bend. He could take it on his way to Inverness, and then he could tell Roberts that he had seen the town.

Messiter had plenty of time to size up his man before they reached town. During the past few weeks he had omitted no opportunity to find out all he could about the man who held the fate of Willapa Bend in hand. As a result of his inquiries he had learned that Eaton was a quiet, reserved man, who hated above all things fuss and pompous display. He dressed quietly, but well, and liked a good dinner as well as most men, though he sometimes suffered from it afterward.

Messiter drove straight to the office, where Barry met him and insisted on their dining with him. Mrs. Barry was a housekeeper among a thousand, but that day she fairly outdid herself. Eaton admitted to himself that a town six months old able to furnish an impromptu dinner like the one he was eating wasn't so far out the world after all.

After dinner Barry and Messiter took him round to the club, and again the railroad man opened his eyes. The appointments and service were in excellent taste and the few men he met were altogether different from the men he had expected to meet. Presently he found himself at whist with three men who knew the game as well as he did himself. They attended strictly to their game, and seemed to have forgotten that there was such a railroad in existence as the Transcontinental. He was very much of this, and it was a genuine pleasure to meet people in the dropping-off place who knew enough to play by rule.

Messiter's fine hand was in evidence throughout the evening. Of the dozen men who knew that the president of the Transcontinental was in town, not one of them mentioned the town except incidentally, and then not by way of business. One of them grumbled about it to Heaton of the company: "Seems to me we're losing valuable time. We ought to talk the town up when we have the chance," he said.

"Jim Messiter is running this show. He'll pull us through if anybody can, I guess. All we have to do is to take our cue and play up to him."

When Eaton left with Messiter in the launch next day he was surprised to find that he left the town with some regret. Instead of the anticipated bore, his visit had been quite a pleasure.

The rain began about the time the launch reached Inverness, and continued in torrents for several days. Eaton and Messiter put up at the nearest hotel, where the rain kept them pretty close prisoners. The cooking was wretched, and at the end of the second day Eaton was suffering badly from dyspepsia.

About this time the mayor of Inverness, a large, effusive man with a bad manner, who had been haunting the depot for a day or two in a vain search for Mr. Eaton, discovered that he was at the hotel. Without the knowledge of the railroad president he ordered for him a public reception. The railroad owner was dragged off to meet a few friends, and three hours later found himself still limping and shaking hands with men he never expected to meet again and listening to lame banalities.

The mayor of Inverness believed he was making an impression. He certainly made one at the close of the reception, when he attempted a confidential whisper and trod heavily on Eaton's gaiter toe. Messiter, in a far corner, smiled blandly, and repeated to himself softly: "He's digging a grave—he's digging a grave—and I think Inverness is going to be the winner."

As President Eaton after a wretched night's rest, looked out of the hotel window at the rain still streaming down, he contrasted the pleasure he had had at Willapa Bend with the dismalness of Inverness and the thoroughly disagreeable experience the place had given him. He felt he could not stand the place another hour. Suddenly he turned to Messiter and announced his intention of leaving that morning for Chicago. The young man asked when he might expect to hear what the decision of the company was in regard to the terminus.

"You can hear now," answered the president abruptly. Then he asked quickly: "How about a bridge across the Willapa? If we run in from the north—will you guarantee to raise the money from the town?"

"Yes, sir—if I pay every cent myself."

"You will give us a right of way into your town, and plenty of room for yards and shops?" he asked sharply.

"All the room you want."

"And a good site for an ocean wharf?"

"Wherever you want it."

"Then, Mr. Messiter, the terminus of the Transcontinental is yours."

The room grew altogether too small for Messiter. He wanted to hug his portly vis-a-vis, he had a desire to improve the Highland fling, with variations he thought him of his college yell, and wondered what Eaton would think if he were to let out a "Hi-O-Hi!" He did none of these things. He waited a moment till his voice was under control, then said quietly: "We'll